

## Message Text

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ORIGIN SS-15

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DRAFTED BY: E:RASORENSEN  
APPROVED BY: E:RASORENSEN  
S/S-MR. BRIDGES  
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FM SECSTATE WASHDC  
TO USDEL SECRETARY IMMEDIATE

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PASS TO UNDER SECRETARY ROGERS WITH SECRETARY'S PARTY

FOLLOWING REPEAT PARIS 25733 SENT ACTION SECSTATE INFO EC BRUSSELS  
USDEL MTN GENEVA 03 SEP 76

QUOTE LIMITED OFFICIAL USE PARIS 25733

DEPT PASS AGRICULTURE FOR HUME FROM AGATT

E.O. 11652: N/A  
TAGS: EAGR/FR, ECON  
SUBJECT: PROPOSED DISCUSSION WITH FRENCH ON FEED REQUIRE-  
MENTS

REF: TOFAS 262

1. IN RECENT MEETING WITH AGMIN OFFICIALS, REVEL AND PECHBERTY, WE ADVANCED IDEA OF DISCUSSION WITH HIGH LEVEL AGMIN OFFICIALS (I.E., AUBERGER AND OTHERS, WHO WOULD BE PROPOSED BY FRENCH) FOR PURPOSE OF: (A) DISCUSSING FEED NEEDS OF FRANCE, PARTICULARLY DURING CRITICAL FALL AND WINTER 1976/77 CROP YEAR; AND B) DISCUSSING POSSIBILITY OF ORGANIZING SYMPOSIUM ON PROBLEM OF FEEDING BEEF AND DAIRY CATTLE DURING DROUGHT PERIOD. IN REGARD TO FIRST

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POINT, REFERENCE COMMUNICATIONS HAVE REPORTED ON TACIT

ACCEPTANCE BY AGMIN OF ITEB (CATTLEMEN'S TECHNICAL INSTITUTE) THESIS THAT FRANCE APPROXIMATELY 50 PERCENT DEFICIT IN FORAGE AND EVEN WITH MAXIMUM UTILIZATION STRAW AND OTHER SUBSTITUTES PLUS ACCELERATED USE CONCENTRATES, LARGE DEFICIT IN FEED WILL FORCE HEAVY SLAUGHTER OF HERD IN FALL-WINTER. IN REGARD TO SECOND POINT, WE INDICATED THAT WE RECOGNIZED FRENCH HAVE HIGH LEVEL OF EXPERTISE IN ANIMAL FEEDING BUT THAT BOVINE FEEDING AND MEETING DROUGHT CONDITIONS HAVE BEEN PROBLEMS OF A MORE COMMON NATURE IN U.S.

2. AGMIN HAS INDICATED THAT IT RECEPTIVE TO IDEA OF DISCUSSIONS TO MORE CLEARLY EXPLAIN TO USREPS EXTENT OF FRENCH PROBLEM, TO LEARN TO WHAT EXTENT US CAN SUPPLY FRENCH NEEDS, AND TO EXPLORE IDEA OF HOLDING SYMPOSIUM IN FRANCE.

3. WE VIEW SEPTEMBER 8 FOLTZ VISIT IDEAL OPPORTUNITY TO MEET WITH AUBERGER TO PLAN FORMAT OF DISCUSSIONS. IF FOLTZ AGREEABLE, WE WILL CONFIRM TENTATIVE MEETING FOR HIM SEPTEMBER 8 AT 3:30 WITH AUBERGER. (WE WILL ADVISE USFGC REPS HERE OF MEETING FOR FOLTZ SO AS NOT DISTURB GROUP'S PLANS). FOLTZ AND AUBERGER WOULD DISCUSS TWO MAIN POINTS: FIRST, POSSIBILITY OF HOLDING TECHNICAL SYMPOSIUM AT PARIS ON FEEDING OF CATTLE DURING DROUGHT PERIOD. WE ASSUME IT WOULD BE POSSIBLE TO ARRANGE FOR VISIT OF SEVERAL U.S. EXPERTS TO PARTICIPATE. SECONDLY, FOLTZ AND AUBERGER WOULD DISCUSS SCHEDULING OF CONSULTATIVE MEETING AT PARIS ON SUBJECT OF FRENCH REQUIREMENTS AND US AVAILABILITIES. IDEAL TIME FOR SUCH MEETING WOULD BE WEEK SEPTEMBER 13 TO ALLOW SUFFICIENT TIME PRIOR TO SEPTEMBER 29 "STOCKTAKING" BY FRENCH OF IMPACT OF DROUGHT AND ANNOUNCEMENT OF ASSISTANCE MEASURES FOR FRENCH FARMERS. IN CONNECTION THIS MEETING, WE FORESEE US EXPERTS SHOULD BE PREPARED TO DISCUSS FOLLOWING: A) LATEST US FEEDGRAINS AVAILABILITY AND OUTLOOK; B) AVAILABILITY AND PRICES OF FORAGE ITEMS SUCH AS PELLETIZED ALFALFA AND HAY. INFORMATION ON SHIPPING AND RELATED DATA WOULD BE MOST HELPFUL; C) TECHNICAL

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SIDE OF BEEF AND DAIRY FEEDING WITH PARTICULAR FOCUS ON MAINTENANCE OF HERDS IN DROUGHT SITUATION (THIS WOULD BE APART FROM SYMPOSIUM AND WOULD BE NECESSARY FOR ACCURATE APPRAISAL OF FRENCH NEEDS).

4. WE SEE THESE PROPOSED CONSULTATIONS AS IN US INTEREST TO CLARIFY NEEDS OF IMPORTANT GRAIN TRADING COUNTRY

WHICH WILL BECOME NET BUYER OF CORN FOR FIRST TIME IN MANY YEARS. ALSO IN US INTEREST TO HELP ATTENUATE CYCLICAL CHANGES IN FRENCH CATTLE HERD OF 24 MILLION. A GLUT OF MEAT PRODUCTION IN LATE 1976 AND SHORTAGES LATER IN 1977 WOULD EXACERBATE WORLD CONDITIONS WITH UNFAVORABLE IMPACT ON US. PERHAPS OF GREATEST IMPORTANCE FOR US IS UNPARALLELED OPPORTUNITY FOR POSITIVE STEP IN BREAKING APPARENT CONFRONTATION OF US/FRENCH INTERESTS IN AGRICULTURAL SECTOR. ALTHOUGH FRENCH NATURALLY AWARE THAT WE ARE INTERESTED IN FEED GRAINS AND FORAGE MARKET OPPORTUNITIES, POSITIVE AND SYMPATHETIC APPROACH COULD ENGENDER SUBSTANTIAL GOOD-WILL AT CRITICAL JUNCTURE. WHILE WE DO NOT ANTICIPATE FRENCH WILL SUDDENLY MELT HARD LINE ON AGRICULTURE AT MTNS, IT MIGHT NOT BE TOO FARFETCHED TO LOOK FOR FEW SIGNS OF THAW FLOWING FROM THIS MUTUALLY BENEFICIAL APPROACH.

5. PLEASE ADVISE SOONEST.

RUSH

UNQUOTE ROBINSON

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